

Panther Sales Tournament 2019

Judging Sheet

ID Number	Round		Room		Judge			Student		School	
	0	2								0	0
Judge Name: <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	0	0	0	0	0	0	0	0	0	0	0
	1	1	1	1	1	1	1	1	1	1	1
	2	2	2	2	2	2	2	2	2	2	2
Student Name: <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	3	3	3	3	3	3	3	3	3	3	3
	4	4	4	4	4	4	4	4	4	4	4
	5	5	5	5	5	5	5	5	5	5	5
	6	6	6	6	6	6	6	6	6	6	6
Round <i>(Check the box that applies):</i>	7	7	7	7	7	7	7	7	7	7	7
<input type="checkbox"/> English	8	8	8	8	8	8	8	8	8	8	8
<input type="checkbox"/> Spanish	9	9	9	9	9	9	9	9	9	9	9
<input type="checkbox"/> Round 1	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/> Round 2	1	1	1	1	1	1	1	1	1	1	1
<input type="checkbox"/> Final Round	2	2	2	2	2	2	2	2	2	2	2

INSTRUCTIONS: RATE competitor from 1-10 with 10 being OUTSTANDING & 0 being the ABSENCE of behaviors.

The Approach – 10%

Professional personal & company introduction	1	2	3	4	5	6	7	8	9	10
Connected at a personal level & built trust (valuable small talk)	1	2	3	4	5	6	7	8	9	10
Established the reason & agenda for being there	1	2	3	4	5	6	7	8	9	10
Smooth transition to needs identification	1	2	3	4	5	6	7	8	9	10

Identification of Needs – 15%

Uncovered decision process (decider, criteria, people involved)	1	2	3	4	5	6	7	8	9	10
Determined current situation (problems, needs & points of pain)	1	2	3	4	5	6	7	8	9	10
Uncovered & clarified consequences of not solving prospect's problems	1	2	3	4	5	6	7	8	9	10
Gained pre-commitment to advance to general product information	1	2	3	4	5	6	7	8	9	10

Product Presentation – 40%

Used professional visual aids to introduce benefits	1	2	3	4	5	6	7	8	9	10
Gave just enough information to gain buyer's interest to learn more	1	2	3	4	5	6	7	8	9	10
Involved the buyer in the product/service discussion	1	2	3	4	5	6	7	8	9	10
Asked trial close questions to gauge interest	1	2	3	4	5	6	7	8	9	10

ADDITIONAL SCORING ON NEXT PAGE ➔

